

## BRIEF AFTER-LUNCH TALKS ARE MADE IN BLACKSBURG

## RAILWAYS OF SOUTH ARE DOING SOME REAL HUSTLING

Roads Passing Through Virginia Buying All Kinds of Things to Provide for Immense Business.

The railway lines passing through Virginia and North Carolina see big business ahead and they are preparing for it.

The Norfolk and Western Railway has just put in an order with the Pennsylvania Steel Company for some tons of steel rails. The Atlantic Coast Line also has an order on file with the Steelton Company for rails, said to be over 10,000 tons.

The American Bridge Company is receiving a hurry order from the Southern Railway for 1,000 tons of material for bridge work, said to be needed on the lines between West Point, Va., and Greensboro, N. C.

The Pennsylvania Steel Company reports a hurry order from the Chesapeake and Ohio Railway for 2,600 tons of steel rails, presumably for the York River-Dan Point side line.

The Tennessee Coal and Iron Company, of Birmingham, say the Atlantic Coast Line has increased its regular order for steel rails by 2,000 tons, making it up to 15,000 tons.

The Chesapeake and Ohio Railway Company has just awarded to the Pullman Car Company an order for five cars and up-to-date yellow-mounted dining cars.

It is estimated that railways traversing the great Southern country have put in orders since March 1 for rails amounting to a total of 26,000 tons. There is much doing down here in toxic land.

## THE TOBACCO YEAR NEAR TO SUCCESSFUL ENDING

All Virginia Leaf Markets Coming to  
Closing Days—All Things Are  
Well—Good Year's Showing.

The sharp end of the loose leaf tobacco season is at hand. The bright markets practically closed with the past week, and the dark markets are right now on the closing order. Even the bright market of Danville, which holds longer than the most of any of the markets, gives a report to the effect that the first of May will find its warehouses with closed doors, except for the purpose of furnishing stable room for their customers who may want to store their stocks for a few hours.

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## WHERE SOME GOOD MONEY CAME FROM WHEN NEEDED

Mr. Nelson then went through the terms of introducing Dr. J. D. Eggleston, president of the board, who spoke briefly, emphasizing the successful effect of the community, backed by the Board of Trade, in authorizing a bond issue of \$100,000 for the school building, stating further that this had been augmented by private subscriptions amounting to \$10,000, and that work on the new building would begin in a few weeks. Professor R. H. Begg read a detailed report of how the money had been expended so far in the construction of the academic road, and Professor L. S. Randolph told the members something about the bill now before Congress to establish engineering experiment stations at land-grant colleges, in which the school here would share.

Dr. Jones spoke briefly of his pleasure at being present and his desire to do everything possible to promote the agricultural interests of the community, and was followed by Dr. McConnell, who made a very interesting talk on "Schools," emphasizing the need of selecting the very best teachers possible for the common schools and the need for cooperation between parents and teachers.

## EDITOR-SENATOR HAD A FEW WORDS TO SAY

Senator Addison was the last speaker of the evening and was complimentary in his remarks about the Blacksburg Board of Trade, and what he found it had accomplished in the community. "A board of trade," Mr. Addison said, "was capitalized public spirit, and the good that could be accomplished by organization was boundless." He told of the success of the merchants of Virginia when they appeared as an organized body before the last general Assembly to oppose the proposed merchants' tax, and cited other instances of what boards of trade and similar bodies had accomplished in cities and towns. The banquet Monday night was probably the most successful of the four that have been held by the head.

**OUTLOOK IS PROMISING:  
CONDITIONS FAVORABLE**

Local Trade Is Pleasing to the Dealers  
and Improvement in Many  
Lines Is Noticeable.

R. G. Dunn & Co. in making their annual special local report for the Times Dispatch for the week just ended, see a little caution and set forth optimistically. They say:

"Generally speaking, underlying conditions for continued prosperity are good and the outlook is promising, however, business the past month was considerably under January and February. Manufacturing plants, with few exceptions, are operating to capacity and are well supplied with orders. Wholesale dry goods houses report business rather improving. Sales are leisurely in fair, well, both for immediate and future delivery, although sharp advances have had a tendency to curtail buying. The steady rise in leather has caused some speculative buying by retail shoe dealers and others claim March buying for fall delivery was the largest in months, sales having gained almost normal proportions."

"The heavy buying slowing down the cause most attributed to the prevailing high prices. Collected sales have also fallen off in March and April. Paints are more active, although higher prices have caused a turn to a cheaper grade of goods."

"Groceries show improvement over last month, especially in rural sections, the advance in prices not having yet curtailed buying. Saddlery and harness sales are of good proportions, the advance in leather not having affected the demand. Fall buying in hats and caps seems to be opening up freely, and dealers are optimistic. Sales are better normal and collections are better than for three years."

**Some Big Earnings.**

NEW YORK, April 22.—The combined earnings during 1915 of the International Mercantile Marine Company, its subsidiaries and the Texaco Line which it controls, were \$41,48,588 according to the report of the receiver of the company submitted to the Federal District Court in this city day before testimony of those profits the Texaco line contributed from its vessels something over \$10,000,000.

These usually reported earnings are considerably in advance of the estimates made in the early part of April by experts who were supposed to have had access to the books.

## MANGANESE IN AMHERST

Operations of a Lynchburg Company Held Back Temporarily by Unfavorable Weather Conditions.

LYNCHBURG, Va., April 22.—From all parts of the State recent reports of increased business in all kinds of textile establishments and in fact all the enlargements to factories are being made. The secretary of the Roanoke Chamber of Commerce has information from twenty different manufacturing towns in the state of contemplated enlargements of capacity, and from all of them come appeals for more workmen and laborers. There is to-day a demand in the textile establishments of North Carolina for at least twelve more operatives, and all at good wages.

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The officers named in the chapter are president, John W. Woodson, and secretary, Joseph P. Morrison.

## MUCH MILK AND CREAM

Virginia Counties That Skip to Baltimore and Washington Prefer High Roads—but, the Schedules.

ORANGE, Va., April 22.—The dairy men of Orange and Culpeper counties and a part of Fauquier County have organized the Piedmont Dairymen's Association. This association covers a territory served by the Southern Railways, Northern Virginia, in which dairy farming has been developed on a large scale. Milk and cream from the farms of this section are shipped into the Washington market, and some of the products go to Richmond. More would go to the Virginia capital if a better rail way schedule for quick shipment and quick delivery could be obtained.

## CHARLESTON'S NEW SCHOOL

CHARLESTON, W. Va., April 22.—The city of Charleston, that never lagged behind in anything, has just built a commodious and modernly equipped high school, 150x120 feet, two stories, with basement and of fireproof construction, as far as fireproof construction goes. The cost of the building was \$100,000, and it is said to be the finest thing in school building construction.

## DEMONSTRATION WORK IN THE VIRGINIA HOMES

Annual Meeting of County Agents  
Held at the Polytechnic Institute,  
and Some Things Accomplished.

## MANY GOOD TALKERS PRESENT

Fifty Thousand Ambitious Young  
Southern Women Engaged in the  
Good Work of Spreading the Gospel  
of Better and Prettier Homes.

BLACKSBURG, Va., April 22.—The fifth annual meeting of the Virginia County Agents for Home Demonstration and Extension Work at the agricultural college of the Virginia Polytechnic Institute ended yesterday afternoon with an address by Miss Mary Creswell, of Washington, D. C. Twenty-five agents were present at the convention, and among those whose addresses were Dr. Bradford Knapp, Mrs. Anna L. B. Marton, Dr. M. N. Straughn, Lewis R. Flory, Misses Powell and Creswell, of the United States Department of Agriculture; R. C. Stearns, State Superintendent of Public Instruction; Mrs. Helen E. Wolcott, the State agent for home demonstration work in Kentucky; T. O. Sandy and N. E. Talbot, of Harrisonburg; Misses Scott and Sale, of Harrisonburg, and members of the faculty of the college of agriculture.

## SOME OF THE WEEK'S DOINGS IN DETAIL

President Eggleston, of the Virginia Polytechnic Institute, made the address welcome to the visitors at their first meeting Monday morning and was followed by Dr. George C. Moore, of Washington, whose address gave the keynote for all the lectures and conferences that were held each day following. Fifty thousand young women, Dr. Jones said, are engaged in this extension work in the South and submit regular reports to the United States Department of Agriculture. New possibilities for extending the scope of the work in Virginia are discovered every day, and there is a growing demand for specialists in animal husbandry, poultry, horticulture, land drainage and hog cholera, and the growing demand among the farmers for better quality of agricultural agents, since it was difficult to induce the Boards of Supervisors in many counties to help pay for a first-class agent, now it is a problem how to secure expert agents in sufficient numbers and of sufficient merit to meet the demand.

Only a few statistics about the demonstration and extension work can be given here, but copies of the report may be had on application to the State Agent, T. O. Sandy, at Burkeville or President Eggleston, at Blacksburg, and it will interest any Virginian who reads it closely. Last year the amount of money expended from all sources for this work was between \$105,000 and \$110,000, and there were engaged in Virginia in cooperative extension work one State agent, four district agents, fifty-one local agents and five special field agents. The State and district agents traveled 72,756 miles by rail and 11,553 miles by teams, were present at 235 meetings of persons interested in farming, and addressed approximately 32,221 people at these meetings; the local agents traveled a total of 223,315 miles in one way or another, made visits far into the thousands to demonstrators, cooperatives, other farmers, business men and boys and girls club members, and addressed approximately 81,582 people at 364 farmers' meetings. These agents also held 42 field meetings, and in addition to this personal work prepared 1,000 articles relating to their work for publication and distributed 1,000 bulletins and circulars of the United States Department of Agriculture and the State Agricultural College.

## SEEN THE FULL REPORTS FOR MORE DEFINITE INFORMATION

The real object of these annual conventions is to bring the agents in closer touch with each other and to afford them the opportunity of hearing talks from men and women who have made a life study of home demonstration and extension work. Every department of the agricultural college and the services of all the men in the faculty were at the disposal of all the attendees, and the number of all the addresses were practical and suggestive.

Every agent from whom it was possible to secure an expression of opinion stated that she was carrying back to her county a new enthusiasm and many new ideals that would prove helpful in her work. The girls' camping clubs, of which Miss Agnew is the director, came in for a large share of attention during the week, and many encouraging reports were made of this branch of the extension service.

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## GOOD WORK IN VIRGINIA, DR. EGGLESTON'S REPORT

Things Accomplished in the Lines of  
Co-operation and Demonstration,  
Virginia Getting in Front Place.

## CENSUS FACTS A LITTLE DELAYED, BUT THEY READ VERY WELL WHEN THEY DO COME.

## AGRICULTURE COMES TO FRONT

NORFOLK HAS SOME FIGURES THAT ARE  
WORTH WHILE—DANVILLE HAS AN  
INNING—LYNCHBURG COMES ALONG  
WELL—SOUTH GETTING VERY BUSY.

ASHEVILLE, N. C., April 22.—A short geographic and economic sketch of Buncombe County, just issued in pamphlet form by the Asheville Board of Trade, brings out some intensely interesting facts concerning the resources, developments, facilities and opportunities of this good territory.

The county, founded in 1789, comprises an area of 633 square miles in the heart of the Blue Ridge Mountains, the total value of property to the amount of \$30,157,257, and the total value of roads, bridges and highways facilities, Asheville, the county seat, has a population of 31,000, including suburbs, and is noted the country over as a resort place and center for the Blue Mountain section. Cattle raising and dairying have attracted attention by the success with which they are conducted, and the rise in the volume of business done. Apple culture and corn raising are also making substantial strides. The principal resources of the county are agriculture in its various branches, horticulture, lumbering, manufacturing of a diversity of articles, the timber business, which, owing to the beautifying and health-giving qualities of the country, is very heavy. An attractive feature of this land in the sky is that there is still ample room for those who recognize its opportunities or who feel the call of the mountains.

**The Lynchburg Market.**

LYNCHBURG, Va., April 22.—The sales of loose leaf tobacco for the past week amounted to only a little over 75,000 pounds, bringing the total of sales for this tobacco season up to 12,114,378 pounds.

Sales were very light this week and the crop of tobacco is nearly all sold. There is still some tobacco in the country hanging in barns, which will be marketed just as soon as it can be sent in order and ready for market.

Prices remain firm and active with all common and medium grades of tobacco selling high.

## SNOW BALKED HORSES

Pierced-Arrow Trucks, However, En-  
abled Coal Firm to Make  
Delivery to Customers.

Maxey Denker & Strum, of Buffalo, helped in motor trucks, and especially in the Pierced-Arrow motor trucks, because the greatest part of their business was removed through these. Snow no longer has any tenure for coal firms. Delivery can be made through blizzard. In this way not only has it been possible to hold all the customers on the books, but new ones have constantly been added.

It is an interesting fact in connection with the coal business that a company which is always a producer of trade. Weather of zero does not stimulate the placing of orders, as during the coming winter, no matter though the temperature goes to 40 degrees. There is something in the appearance of snow that recalls the need of ample fuel, and there is always a prompt rush to place orders before streets become impassable.

This compels the delivery of coal at a time when the problems of transportation are most difficult.

Local drivers cannot snow and overcity streets horses simply cannot perform their task. Their loads have to be split in half, and even then when they come to the side streets where trains have not yet pounded down the fall and made a more solid going, they become stalled.

A number of recent heavy snowfalls have never stopped horses from performing their task. Their loads have to be split in half, and even then when they come to the side streets where trains have not yet pounded down the fall and made a more solid going, they become stalled.

Meantime, the three Pierce-Arrow Arrow trucks in the service of the Pierced-Arrow are doing right straight through their task. They were the only thing the firm had running. They pulled in the stalled horse wagons. They took on a service additional to their own. They made new friendships for the firm. They brought new